

From: "Sal Ferrara" <sal@advancedburner.com>
To: "Phil Hailes" <Phil-H@ipsc.com>
Date: Tue, Sep 2, 2003 3:43 PM
Subject: Re: ABT Burner Proposal

Phil,

We have had good success with 309 SS on our burner parts that are directly exposed to furnace radiation, on units having larger burner throats than the IGS Unit. We have not used the 253 MA material in the past however are open to suggestions you may have on using this material on specific components of our burner. The chemistry and temperature resistant properties of the 253 material is similar to 309, so we would not expect much change in longevity under high temperature applications. Our burner fabricator advises that welding and forming of the 253 material is slightly more difficult than 309, however not to the point where it would effect their labor costs. We do not have sufficient information at this point on cost difference between 253 and 309 plate material, but we are investigating this.

In answer to other questions you asked in our phone discussion:

1. Referencing our proposal Section 3.4, our pricing includes the flow modeling and supply of material depicted by the model as being necessary to balance the duct and burner windboxes.
2. Referencing our Proposal Section 6.1, the cost of the construction performance bond would be additional to pricing we provided on the bid document pricing sheet. We estimated the bond price to be \$15,000 based on a bond for 50% of the installation price. The cost would be less if you required a bond for only 10% of the installation price.

I trust this answers all your question. Please let me know if there is anything else.

regards,
Sal

----- Original Message -----

From: "Phil Hailes" <Phil-H@ipsc.com>
To: <joel@advancedburner.com>
Cc: <Chuck@advancedburner.com>; <Sal@advancedburner.com>
Sent: Tuesday, September 02, 2003 9:31 AM
Subject: Re: ABT Burner Proposal

> Joel,
>
> In lieu of the 309 SS material, do you have other materials that you
> are willing to manufacture the burners out of? We've had some success
> with RM 253 over 309SS.
>
> Phil
>

CC: "joel vatsky" <joel@advancedburner.com>